



Getting to know you

Defining your 4 basic types with the Myers-Briggs
Personality Assessment

- Swiss Psychologist, Carl Jung
 - Wrote Psychological Types (1923)
 - Developed Psychological Type Theory
 - Identified two “inborn tendencies”
 - Perceive – to take in information
 - Sensing
 - Intuition
 - Judge – to organize information, make a decision
 - Thinking
 - Feeling

Introduction to MBTI – Carl Jung

- Isabel B. Myers and Katharine C. Briggs
 - Developed MBTI instrument
 - Effectively interpret Jung's personality model
 - Assumptions of theory
 - Definition of dichotomies and preferences
 - Behaviors related to each type

Introduction to MBTI – Myers-Briggs

- Dichotomy
 - Division of contrasts, with MBTI, the four pairs of preferences – E-I, S-N, T-F, and J-P
- Preferences
 - The actions that feel most comfortable
- Attitudes
 - Extraversion/Introversion
- Functions
 - Perceiving (sensing/intuition)
 - Judging (thinking/feeling)

Definitions

- Perceiving
 - Sensing
 - Intuition
- Judging
 - Thinking
 - Feeling

Mental Processes

- Questions:
 - Where to do you focus your attention?
 - Where do you get your energy?
- Extroverts
 - Direct energy outward, focus on people and action
- Introverts
 - Direct energy inward, focus on thoughts and feelings

Energy

- Question:

- How do you prefer to take in information?

- Sensing

- Takes in information in a sequential, step-by-step way, very detailed

- Intuition

- Taking in and presenting information in a snapshot, big-picture way

Information

- Question:

- How do you make decisions?

- Thinking

- Makes decisions by stepping back from the situation, views objectively

- Feeling

- Makes decisions by stepping into the situation, takes an empathetic view

Decisions

- Question:
 - How do you deal with the outside world?
- Judging
 - Planned approach to meet deadlines, very scheduled
- Perceiving
 - Adaptable approach to deadlines, very flexible

Outer World

- Directs energy and attention outward
- Receives energy from interacting with people and taking action
- Prefers to communicate by talking
- Learns best through doing
- Works out ideas through discussion
- Needs constant stimulus
- Sociable, expressive and takes initiative in work and relationships

Extraversion

- Directs energy and attention inward
- Receives energy from reflection, thoughts and feelings
- Prefers communicating in writing
- Learns by running through the process mentally
- Focus in-depth on specific interests
- Needs less stimulus
- Takes initiative when the situation or interest is very important to them

Introversion

- Oriented to present (what's happening now)
- Enjoys facts and wants concrete evidence
- Observes and remembers specifics
- Understands ideas and theories by applying them
- Trust experience

Sensing

- Oriented towards the future (what will be)
- Imaginative and verbally creative
- Focuses on patterns and meaning (sees the “big picture”)
- Moves quickly to a conclusion
- Trusts inspiration over experience

Intuitive

- Analytical
- Uses reason and logic
- Is often considered “tough minded”
- Wants everyone to be treated equally

Thinking

- Empathetic and compassionate
- Guided by personal principals
- Assesses decisions based on impacts to others
- Strives for harmony
- Wants everyone to be treated as individuals

Feeling

- Scheduled
- Organized
- Systematic and methodical

Judging
